Electronic Imaging in the Federal Market

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Overview

- Market Environment
- Market Analysis and Forecast
- Agency Perceptions
- Active Vendors
- Recommendations

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Imaging System Components

- Input/output devices
- Processing unit
- Software
- Storage devices

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Market Pressures

- Improve records management
- Improve customer service
- Utilize available technology
- Integrate with other systems
- Avoid system obsolescence

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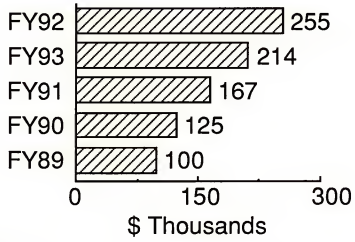
Proposed Expenditures



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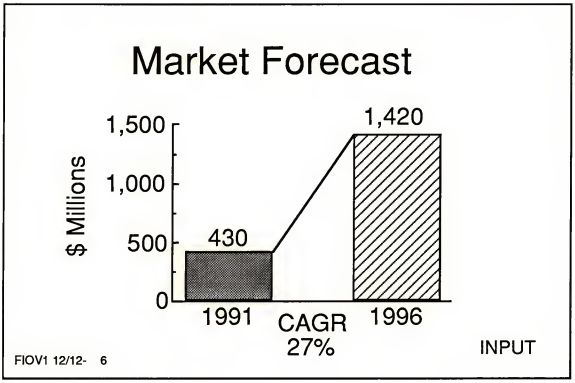

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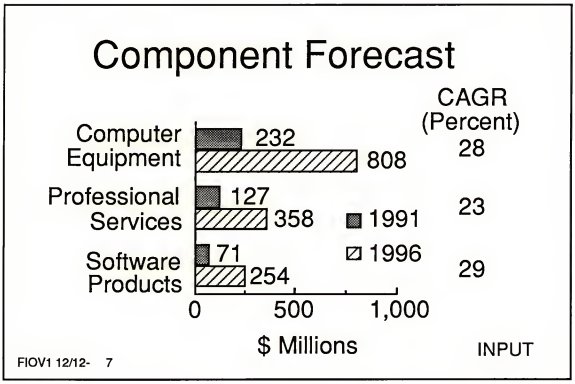

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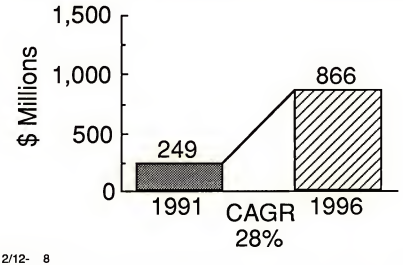
Civilian Market Forecast



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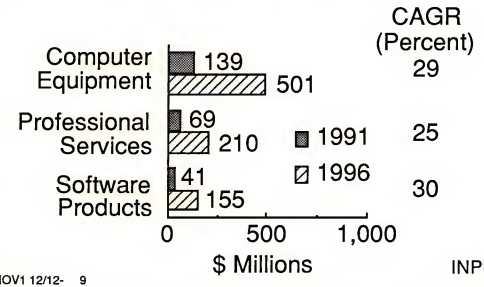
Civilian Component Forecast



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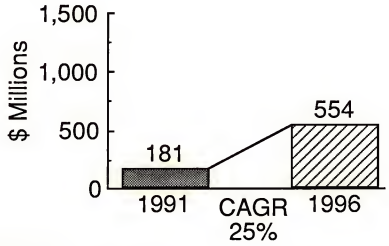
Defense Market Forecast



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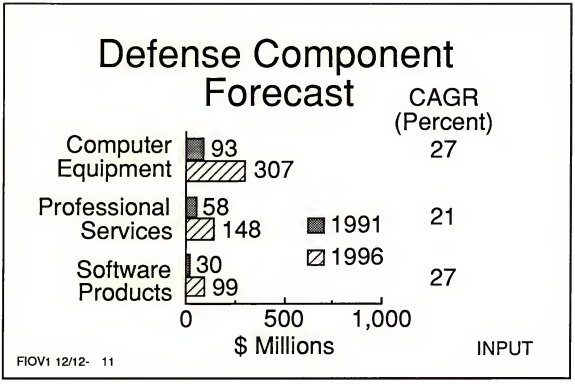

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Largest Projects

- FBI
  - NCIC 2000 - National Crime Information Center
  - IAFIS - Integrated Automated Fingerprint Identification System

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Largest Projects

- IRS
  - SCRIPS - Service Center Recognition/Image Processing System
  - DPS - Document Processing System
  - CHEX - Check Handling Enhancement and Expert System

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Other Agency Initiatives

- FDA
- FBI
- FHA
- House
- USPS
- Archives

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Anticipated Spending

	($000)	
	FY92	FY91-FY96
Agency Average	625	4,250

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Selection Criteria

- Ease of implementation
- Vendor's support reputation
- Software features
- Product price
- Equipment reputation

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Hardware Platform

Hardware	Percent
Mainframe	33
Minicomputer	33
Microcomputer	22
Special-purpose computer	22

Note: More than one response allowed

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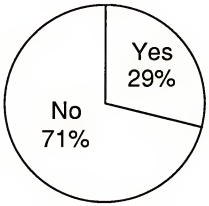
Imaging-Reducing Paper-Related Technology



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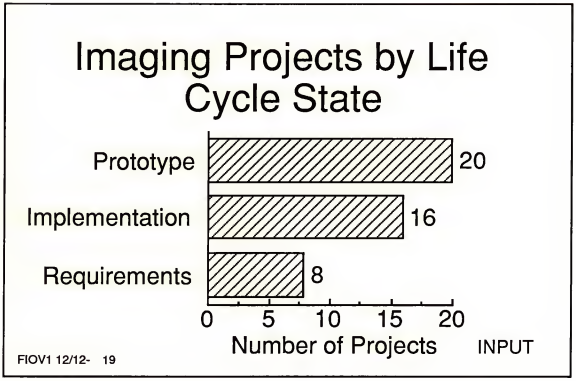

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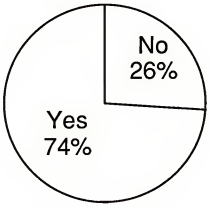
Future Imaging System Acquisition



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Justification Factors

Justification	Avg. Rating
Improved customer service	4.4
Improved records management	4.0
Savings on storage media	3.6
Space savings	3.2
Personnel savings	2.8

Ratings: 1-5, with 5 being most important

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Acquisition Method Preference

Method	Avg. Rating
RFP	3.9
Requirement contract	2.5
GSA schedule	2.3
Excess equipment	1.6

Ratings: 1-5, with 5 being most important

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Selection Criteria

Criteria	Avg. Rating
Ease of implementation	4.4
Vendor's support reputation	4.2
Software features	4.2

Ratings: 1-5, with 5 being most important

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Selection Criteria

Criteria	Avg. Rating
Product price	4.0
Equipment reputation	4.0
Vendor's federal experience	3.1

Ratings: 1-5, with 5 being most important

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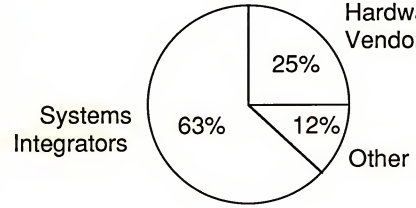
Types of Vendors Preferred



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Leading Imaging Vendors

- Filenet
- IBM
- Wang
- TRW
- PRC

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Recommendations

- Establish strong alliances
- Build strong agency relationships
- Incorporate technological advances
- Use standards

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